

Message Text

CONFIDENTIAL

PAGE 01 PARIS 23762 01 OF 02 171530Z
ACTION EB-08

INFO OCT-01 EUR-12 ISO-00 COME-00 SP-02 AF-10 CIAE-00
INR-07 NSAE-00 /040 W
-----067910 171637Z /41
R 171507Z AUG 77
FM AMEMBASSY PARIS
TO AMEMBASSY ALGIERS
AMEMBASSY RABAT
INFO SECSTATE WASHDC 7188

C O N F I D E N T I A L SECTION 01 OF 02 PARIS 23762

E.O. 11652 GDS
TAGS: BTRA, FR, AG, MO
SUBJECT: BUSINESS ASSISTANCE: PROPOSED VISIT OF
CONFIDENTIAL IBM SURVEY TEAM.

SUMMARY: IBM EUROPE, WHICH HAS RESPONSIBILITY FOR ALL AFRICAN COUNTRIES, HAS REQUESTED ADVICE CONCERNING A CONFIDENTIAL SURVEY NOW UNDERWAY ON AN URGENT BASIS. AFTER DISCUSSIONS WITH COMMERCIAL OFFICERS AT EMBASSY PARIS IT APPEARS THAT INTERVIEWS WITH OFFICERS IN THE ACTION ADDRESSEE COUNTRIES ARE LIKELY TO BE THE MOST PRODUCTIVE PROCEDURE. THE TWO MEMBERS OF THE IBM TEAM WOULD CONTACT ONLY EMBASSY OFFICERS EXCEPT AS RECOMMENDED BY THE EMBASSY AFTER TALKING WITH THE IBM VISITORS. ACTION ADDRESSES ARE REQUESTED TO INFORM EMBASSY PARIS IF THE VISIT AS OUTLINED BELOW IS APPROPRIATE. IBM TEAM MEMBERS ARE READY TO LEAVE WITHIN A WEEK. END SUMMARY.

1. IN THE ADDRESSEE COUNTRIES IBM STANDARD PROCEDURES ARE AT VARIANCE WITH HOST COUNTRY RULES; STRUCTURE OF EXISTING COMPANIES ARE ON A TENUOUS BASIS SOMETIMES BASED ONLY ON ORAL UNDERSTANDING. IN MOROCCO, FOR EXAMPLE, IBM HAS COMPLIED WITH THE 51 PERCENT LOCAL
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OWNERSHIP REQUIREMENT FOR ITS LOW TECHNOLOGY ITEMS TYPEWRITERS, PUNCH CARDS, BUT NOT FOR COMPUTERS. HOWEVER, IBM HAS NEVER BEEN ABLE TO GET WRITTEN APPROVAL OF THIS ARRANGEMENT. FOR PAYMENT OF ROYALTIES THE LOCAL AUTHORITIES SUGGEST THAT THIS BE TAKEN CARE OF BY MARKING UP INVOICES WHEN DELIVERING EQUIPMENT WHICH IS NOT COMPATIBLE WITH IBM'S STANDARD WORLD

PRICING SYSTEM.

2. THE IBM TEAM (YVES DE BELER, SYSTEMS MARKETING MANAGER OF PLANS AND ANALYSIS, IBM EUROPE AND PIERRE DULCK, INTERNATIONAL OPERATIONS IBM FRANCE) WOULD LIKE A BRIEFING ON CURRENT AND FUTURE POLITICAL AND ECONOMIC TRENDS IN THE CONTEXT OF THE SITUATION IT IS FACING IN RECONCILING ITS STANDARD OPERATING PRACTICES WITH LOCAL REQUIREMENTS. THE STUDY WAS REQUESTED BY IBM U.S. AND SIMILAR SURVEYS ARE UNDERWAY IN OTHER COUNTRIES WHERE IBM IS EXPERIENCING SIMILAR PROBLEMS.

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C O N F I D E N T I A L SECTION 02 OF 02 PARIS 23762

THE TEAM PLANS ONLY TO CONTACT THE AMERICAN EMBASSIES IN THE COUNTRIES TO BE VISITED. THE LOCAL OFFICES OF IBM WILL NOT BE CONSULTED IN THIS SURVEY BECAUSE OF THE POSSIBILITY OF DISTORTED INFORMATION BEING PASSED ON TO THE LOCAL GOVERNMENTS. IBM DOES NOT WANT RUMORS TO GET STARTED THAT IT IS CONSIDERING LEAVING THESE COUNTRIES. (HOWEVER, M. STEMPFER, IBM MANAGER FOR ALGERIA AND HIS COUNTERPART IN MOROCCO M. ELIVRESSI WILL BE AWARE OF THE PRESENCE AND OBJECTIVES OF THE IBM TEAM VISITORS.) THE MEMBERS OF THE SURVEY TEAM WILL BE FRENCH. WHEN ASKED IF THEY WOULD CONTACT THE FRENCH EMBASSIES IN THE COUNTRIES CONCERNED THEY REPLIED IN THE NEGATIVE SINCE THE "FRENCH AMBASSADOR IS A SALESMAN FOR CII HONEYWELL-BULL"

3. THE TEAM MEMBERS ARE PREPARED TO DEPART PARIS ANY TIME AFTER A WEEK FROM TODAY, IF ADDRESSEES CONCUR IN TEAMS VISIT. EMBASSY AND WASHINGTON COMMENTS ARE REQUESTED ON A PRIORITY BASIS.

4. THOSE EMBASSIES PREPARED TO RECEIVE AND BRIEF THE IBM TEAM SHOULD INFORM US OF OFFICERS
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DESIGNATED AS INTIAL POINTS OF CONTACT.
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Message Attributes

Automatic Decaptioning: X
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Decaption Note:
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Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
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Drafter: n/a
Enclosure: n/a
Executive Order: GS
Errors: N/A
Expiration:
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Original Handling Restrictions: n/a
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Previous Handling Restrictions: n/a
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Review Action: RELEASED, APPROVED
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Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 1576900
Secure: OPEN
Status: NATIVE
Subject: BUSINESS ASSISTANCE: PROPOSED VISIT OF CONFIDENTIAL IBM SURVEY TEAM. SUMMARY: IBM EUROPE, WHICH HAS RESPONSIBILITY FOR
TAGS: BTRA, FR, AG, MO
To: ALGIERS RABAT
Type: TE
vdkgvkey: odb://SAS/SAS.dbo.SAS_Docs/82216b59-c288-dd11-92da-001cc4696bcc
Review Markings:
Margaret P. Grafeld
Declassified/Released
US Department of State
EO Systematic Review
22 May 2009
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